

Presentation to **Senate Study Committee on the Creation of a Georgia Cybersecurity Force**

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Palo Alto Networks

WHY PALO ALTO NETWORKS

We are the world's security leader

Securing tens of thousands of customers globally

10 of 10

of the Fortune 10

8 of 10

Largest U.S. Banks

9 of 10

Largest Manufacturing
Companies in the
World

9 of 10

Largest Utilities
in the World

7 of 10

Largest Oil & Gas
in the World

9 of 10

Top U.S. Hospitals

Leadership In Critical Third Party Assessments

Gartner®

A **Leader** in Gartner Magic Quadrant
Network **Firewalls**

FORRESTER

A **Leader** in Forrester **Zero Trust**
eXtended Ecosystem Platform
Providers

Gartner®

A **Leader** in Gartner Magic Quadrant
WAN Edge Infrastructure

FORRESTER

A **Leader** in Forrester **Endpoint**
Security Software As A Service Wave

FORRESTER

A **Leader** in Forrester Zero Trust
Network Access (**ZTNA**) New Wave

kuppingercoie
ANALYSTS

Leader in KuppingerCole **Security**
Orchestration Automation &
Response Leadership Compass

FORRESTER

A **Leader** in Forrester **Cloud**
Workload Security Wave

GIGAOM

Outperformer Leader in GigaOm's
Attack Surface Management Radar

MITRE

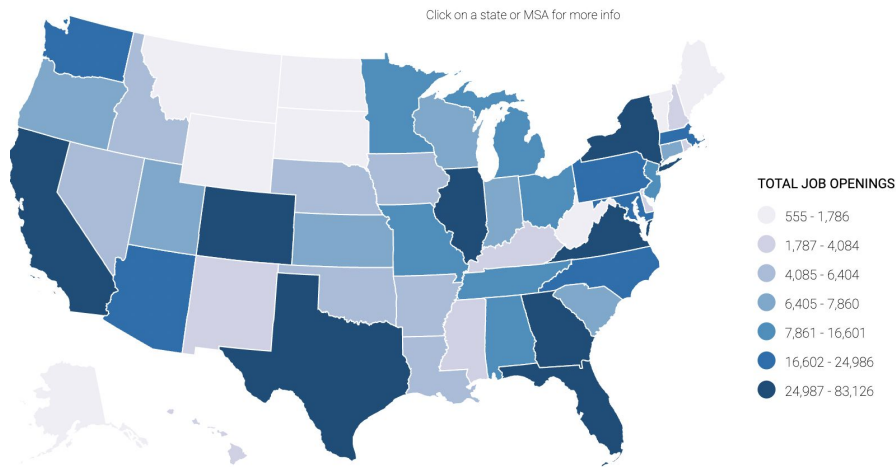
Highest overall score in 2022 ATT@CK
evaluations, 100% prevention with least
amount of configuration changes

A National Crisis

Total Cybersecurity Job Openings in the US: **769,736**

Total Cybersecurity Job Openings in Georgia: **25,543**

Total Public Sector Cybersecurity Job Openings in Georgia: **1,548**



Growing Cybersecurity Talent

- Cyber Stars
- LEAP
- VetsNet Mentorship Program
- Palo Alto Networks Academy



Bridging the Cyber Professional Gap



Addressing racial disparity in technology

Cyber STARS creates opportunity and student equity through education, training, mentorship & economic empowerment focusing on underrepresented K-12 students.



2022-2023 Academic School Year

- 14 Cyber Scholars
- \$10,000 need-based scholarships (\$170K total)
- Enrollment at 11 HBCUs/PBI
- Incoming Freshman to Doctoral candidates
- Designated majors in STEM and Business
- **Mentorship with Palo Alto employees**

Palo Alto Networks Academy

- Augusta University
- College of Coastal Georgia
- Georgia Gwinnett College
- Georgia Institute of Technology
- Georgia Northwestern
Technical College
- Georgia Southern University
- Georgia State University
- Hertzog University
- Kennesaw University
- Middle Georgia State University
- Southeastern Technical College
- Southern Crescent Technical College
- US Army Signal School at Fort Gordon
- University of North Georgia
- Georgia Cyber Center

Our Partnerships

178 ORGANIZATIONS



الهيئة الوطنية للأمن السيبراني
National Cybersecurity Authority



ارامكو السعودية
Saudi Aramco



National Cyber
Security Centre
a part of GCHQ



דו(2)רכו
ZERO TRUST INNOVATORS



EUROPOL

enisa
European Network
and Information
Security Agency

CERT-EU
FOR THE EU INSTITUTIONS, MEMBER STATES AND AGENCIES

FOUNDING INDUSTRY PARTNERS



CISA's Joint
Cyber
Defense
Collaborative



CYBER
THREAT
ALLIANCE

TIPS Trusted Information Partner Sharing



THE THREAT LANDSCAPE CONTINUES EVOLVING

Nation State Attacks Are Increasing

+100%

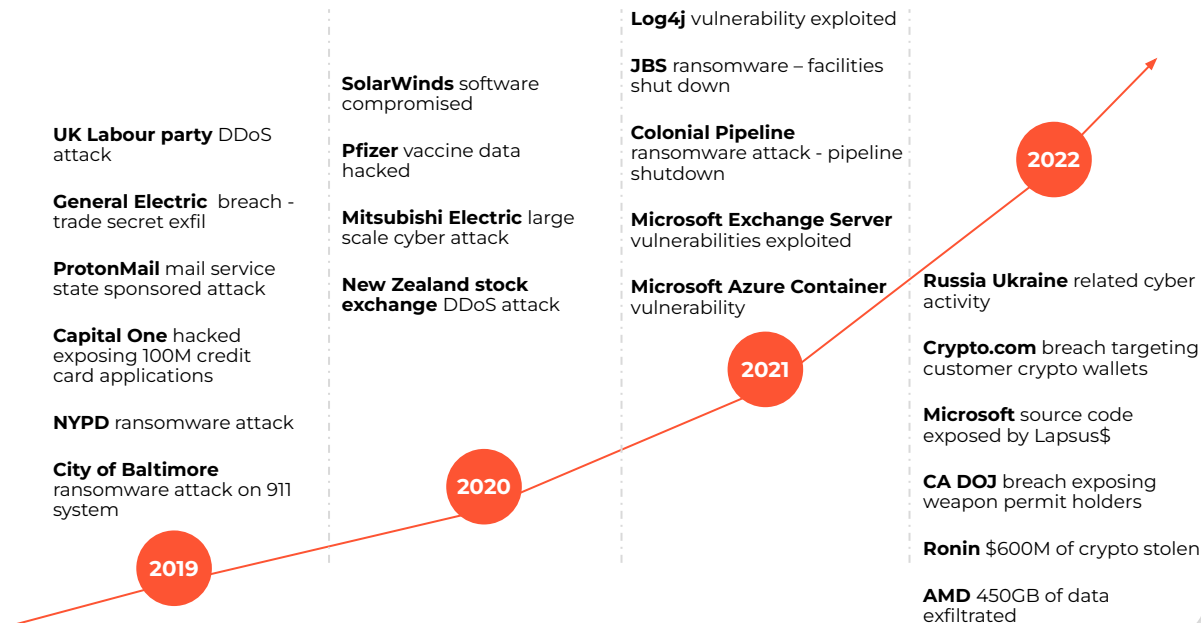
10+ New attacks detected every
month since 2019

Ransomware Payouts Continue to Grow

\$570K

Average ransomware payment. Up
395% over past 2 years

Significant cyber incidents continue to increase rapidly



Challenges Facing Governments

- **No Central Security Strategy**
- **Limited Understanding of Risk**
- **Platform vs point product**
- **Not Easy to Consume–(Shortage of Qualified Workers)**
- **Not Ready to Respond**



How to respond

- **Central Vision/Strategy**
 - Risk assessments
 - Point products vs. Platform
- **Attackers eye view**
 - Continuous visibility vs. “check-box” security
- **Machines vs. People**
- **IR Retainer in place**
- **Leverage what you have**

Go from **reactive** to **proactive** with IR Retainer

The Challenge



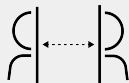
Skill Set Shortage

SecOps teams can't find or afford to keep a skilled IR team on staff



Escalating Threats

Attack surface is expanding and threat actors are getting more sophisticated



Lack of Preparation

Wait and see approach leads to worst-case security outcomes when incidents occur

The Solution: **Incident Response Retainer**

A Retainer in place with a reputable, global firm that has partnerships with law enforcement, insurance companies and threat researchers on staff

- **Recover faster** jumpstart an intelligence led investigation to slow spread and minimize impact
- **Mitigate Risk** with forensically defensible reporting
- **Contain and eradicate** make sure root cause was identified, or advisory will be back

Automation Then

- Prior to the introduction of the assembly line, the record time for building one car stood at **12 hours and 13 minutes.**
- Within two years of its incorporation in 1903 the Ford Motor Company was producing **25 cars a day.**

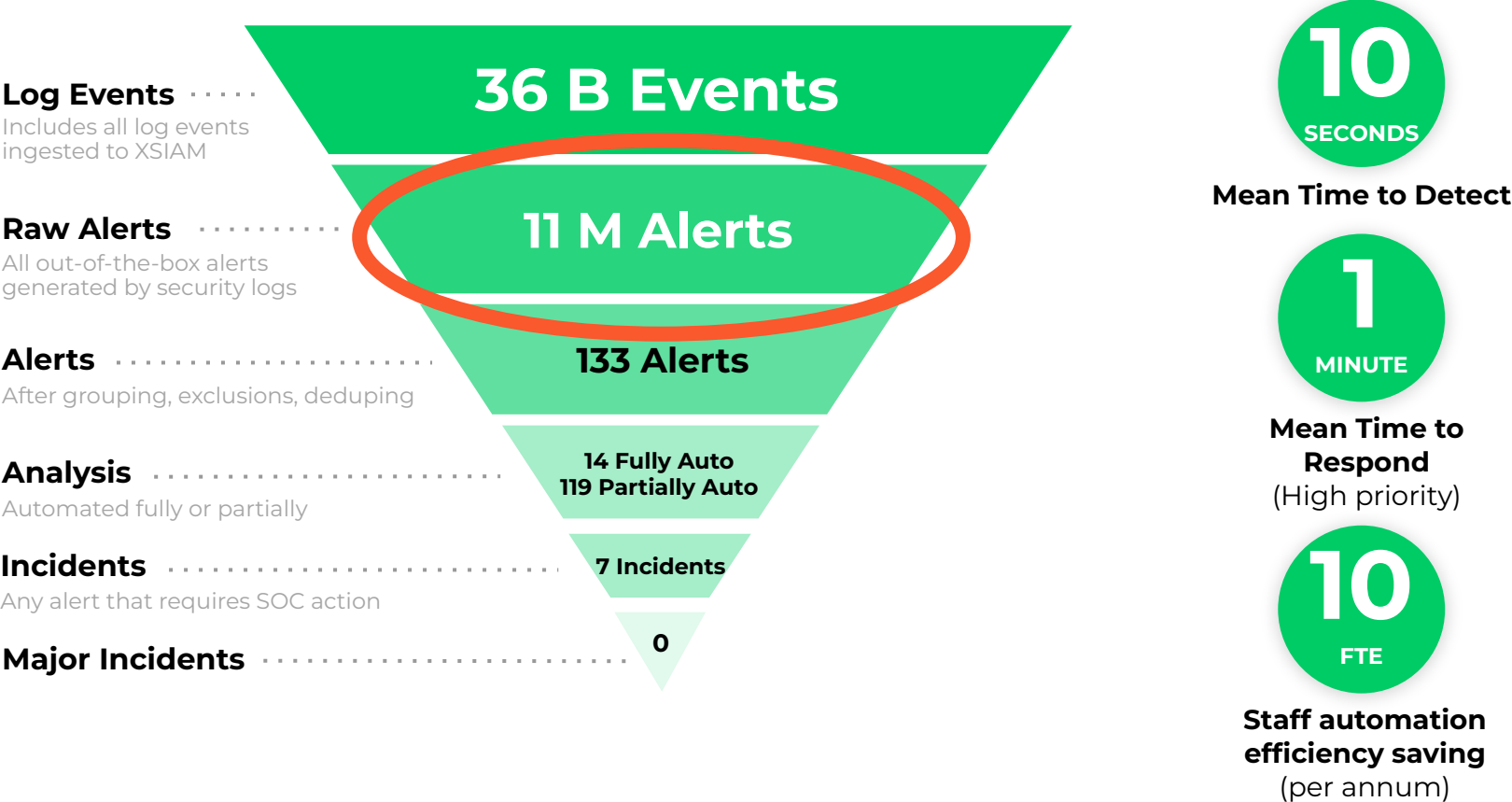


Automation Now

- It is estimated that the Fremont Tesla plant produced **1,391 cars per day** during Q4 2021, or **roughly 1 per minute**.



Day in the Life of the Palo Alto Networks Security Operations Center



Questions and Answers